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G639ANTC 1 UNITED STATES DISTRICT COURT SOUTHERN DISTRICT OF NEW YORK -----x 2 3 ANTHEM, INC., 4 Plaintiff, 5 16 CV 2048 (ER) V. 6 EXPRESS SCRIPTS, INC., 7 Defendant. 8 New York, N.Y. 9 June 3, 2016 10:33 a.m. 10 Before: 11 HON. EDGARDO RAMOS 12 District Judge 13 APPEARANCES 14 WHITE & CASE LLP 15 Attorneys for Plaintiff BY: GLENN KURTZ CLAUDINE COLUMBRES 16 17 QUINN EMANUEL Attorneys for Defendant BY: MICHAEL B. CARLINSKY 18 MICHAEL J. LYLE 19 ANDREW S. CORKHILL JACOB J. WALDMAN 20 21 22 23 24 25

(In open court; case called)

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MR. KURTZ: Good morning. Glenn Kurtz of White & Case on behalf of the plaintiff.

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If I may, I'm joined here today by my partner Claudine Columbres and a summer clerk Ivan Navedo.

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MR. CARLINSKY: Good morning. Michael Carlinsky from

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Mike Lyle, and Andrew Corkhill, and our associate Jake Waldman.

Quinn Emanuel for Express Scripts. I'm joined by my partner

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And in the courtroom also is Mr. Christopher Kelly of the

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Holland & Knight firm. We also have some summer interns in the

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back. They didn't wear ties so I made them sit as far away

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THE COURT: That was a good move.

time the parties have appeared before me, correct?

from the court as possible.

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Good morning to you all. I believe this is the first

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MR. KURTZ: That is correct, your Honor.

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THE COURT: So Mr. Kurtz or Ms. Columbres, let me

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begin with you. Why don't you give me, in a nutshell, if you

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can about what this case is. You can remain seated. Just

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MR. KURTZ: Thank you, your Honor.

speak directly into the microphone.

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It is the first time we're here so let me maybe just

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give a little bit of background on the case and the parties.

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Anthem is one of the country's largest health benefit

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providers. It serves, through its affiliated health plans,

about 38 million lives, a little more than 38 million lives in this country.

And as a health benefit provider Anthem contracted with the defendant in this case, Express Scripts, often called ESI, to be the exclusive provider of pharmacy benefit services, which is typically called in the industry a PBM and the way I'll refer to it today.

A PBM actually contracts for and sells the drugs to the end-user. So it's a key player in the goal of providing affordable medicines to citizens.

Anthem's contract with ESI is for ten years and it sets out the initial pricing. Given the volatility of drug pricing, however, and the length of the agreement, there's also a periodic repricing provision which is commonplace in all of these types of contracts. And specifically it's section 5.6 of the agreement. And it provides for Anthem to hire a health expert consultant to analyze the marketplace and to determine whether or not Anthem is continuing to receive a competitive benchmark price, and the precise language is, quote, to ensure, really WellPoint but now Anthem, is receiving competitive benchmark pricing.

THE COURT: Define that for me.

MR. KURTZ: That is pricing that is competitive in the marketplace. That's market pricing. Competitive benchmark pricing. Whatever benchmark is in the marketplace.

The procedure is after determining what the market is for competitive benchmark pricing is Anthem then proposes those terms and ESI is obligated in good faith to negotiate to achieve them.

And, as expected, drug prices have changed pretty substantially. And, in fact, at this point Express Scripts is overcharging Anthem and its members an aggregate more than 14 billion dollars through the remaining life of the agreement and then through the posttermination transition period to a new PBM.

THE COURT: I'm sorry. 14 million or 14 billion?

MR. KURTZ: Billion. Over 14 billion. That's through

2019 and then through some period of 2020, as the program would

be transitioned to somebody providing competitive benchmark

pricing. ESI has utterly refused to negotiate at all in good

faith or otherwise for competitive benchmark pricing. In fact,

it's repudiated its obligation outright. And ESI hasn't

reduced pricing by a dime.

THE COURT: So it's repudiated its obligation by refusing to engage in this --

MR. KURTZ: By saying it's not obligated to provide competitive benchmark pricing and by refusing to provide anything even remotely close to competitive benchmark pricing.

THE COURT: How is that repricing provision mechanically to work? Did Anthem on its own determine the

expert to come up with these benchmarks or was it an individual or group or entity that the parties jointly identified?

MR. KURTZ: No. The contract provides for Anthem to either do it itself or hire a market consultant. Anthem hired an entity called Health Strategies. They are the leading PBM benefit consultants in the marketplace. They have access to effectively every PBM agreement in the marketplace. And they perform, they model and look through databases, and they performed the analysis and determined what competitive benchmark pricing was, which was then later confirmed by other evidence including a market offer by another PBM entity.

THE COURT: Pursuant to the agreement between the parties, ESI was required to accept whatever determination that individual came up.

MR. KURTZ: ESI was required to negotiate in good faith to achieve the objective which was stated as insuring, not talking about, but insuring that Anthem receives competitive benchmark pricing.

THE COURT: Okay.

MR. KURTZ: So it went through that process it. It went nowhere. As I mentioned, ESI hasn't reduced pricing by a dime even though I think it regrettably acknowledged, it has to acknowledge how pricing has moved.

We've been asking for the better part of a year, maybe a little more than a year, what ESI's pricing is to other

customers that will demonstrate their view of competitive benchmark price. And they have declined to offer us any information. But we think that their pitches to customers in their recent contracts is also going to demonstrate that they're overstated by more than \$14 billion through the period that I indicated.

So we brought the lawsuit. We bought two basic buckets of claims. The first relates to the pricing breaches which I've just addressed. The other relates to a series of operational breaches, reporting and administrative type matters. That's not relevant for today's purposes but it's important.

There are breaches that expose Anthem to enforcement actions by CMS and have resulted in certain members not getting approved for drugs they needed and also resulted in approval for drugs that shouldn't have been approved for use.

THE COURT: These are CMS enforcement actions against ESI?

MR. KURTZ: They would be against -- yes.

THE COURT: What was their obligation under the agreement concerning those enforcements?

MR. KURTZ: It's to comply with law in an expert fashion. And I don't think there's really a lot of dispute. What happened basically is Express Scripts migrated over to a new system without any adequate testing and there was all kinds

THE COURT:

of problems. They acknowledged throughout the period the problems they had. They'll argue they're not material enough to justify a termination. That will be a question for the court. But they've been asking for calculations on damages.

MR. KURTZ: Anthem for a calculation on damages, which is a pretty rigorous exercise given that the number of transaction that are impacted and how they've -- and there's some contingency left including whether or not there will be enforcement actions and the like.

Asking who for calculations on damages?

It's a bunch of highly technical reporting and approval and notice type breaches that are pretty well documented and amount to -- at this point I think the count is about \$150 million but that's not even close to having completed all the problems. So that's where we are standing today.

THE COURT: The change that ESI implemented concerned their computer systems?

MR. KURTZ: Yes. Primarily we think the results were a bad migration to a computer system that hadn't been properly tested.

They also have an awful lot of turnover and a lack of expertise in certain areas based on turnover. Apparently it's not always the most pleasant place to work. So we've had some issues relating to human resources as well.

But we think the problems were primarily derived from a bad migration of a computer system prematurely and without adequate testing.

THE COURT: Let me turn to Mr. Carlinsky. Just your view of this case.

MR. CARLINSKY: I'll be very brief, your Honor. Thank you.

In 2009 Express Scripts, and then it was called something else, but Anthem, the plaintiff in this case, entered into an negotiation. At the time Anthem wanted to sell. It had its own PBM, pharmaceutical benefit manager, in house. It was a failing PBM. And at the time it wanted to sell that PBM. There was a negotiation pursuant to which we would acquire Anthem's failing PBM and we would enter into the agreement which is before the court today, the PBM agreement to provide these services for a ten-year period of time.

As part of the negotiation Anthem was offered two options. Behind door number one in essence, your Honor, was a much smaller upfront payment. So, ESI would buy this failing PBM for a much smaller upfront amount but in return the pricing that Anthem would receive over the duration of the agreement would be lower; or alternatively, as we like to refer to it behind door number two, was: Anthem you can choose to take a much, much higher upfront payment which exposes us, Express Scripts, to much great risk over the duration because we're

paying — there's much greater upfront amount, but in return the pricing over the duration of the contract will be higher. And Anthem chose in essence door number two. It took the deal to accept upfront \$4.675 billion as opposed to, I think, door number one was roughly 500 million, just so the court can appreciate the difference.

As a result of that deal, which was Anthem's choice, there was an agreement. It has in a schedule A which has specific pricing terms, and they are higher pricing terms than what would have been had they chosen the other option.

What's important here is the language of 5.6 that Mr. Kurtz is referring to, which is really the centerpiece of this dispute, is not what is typically found in these types of agreements. So it's not what's called a market check standard type of industry provision. Rather, this was a bespoke provision, bespoke because it recognized what had been the deal at inception, the larger upfront payment.

And what's most important, your Honor, because Mr. Kurtz didn't actually read to the court the language of this paragraph. Fortunately it's -- I think it's four sentences.

So the first sentence is: Anthem or a consultant will conduct a market analysis every three years to ensure that Anthem is receiving competitive benchmark pricing.

That's an undefined term. Your Honor asked the

question. It's an undefined term.

But more importantly, here's what it says about what Express Scripts' obligations, if any, are. "In the event Anthem determines that such pricing terms are not competitive, Anthem shall have the ability to propose renegotiated pricing terms to Express Scripts." So "ability to propose."

And then what is Express Scripts' obligation?

"Express Scripts agrees to negotiate in good faith over the proposed new pricing terms."

And then most importantly is the last sentence which makes clear, "Other than a good faith negotiation obligation," that's the extent of our obligation. Because it provides, "Notwithstanding the foregoing, to be effective any new pricing terms must be agreed by Express Scripts in writing."

That was a bespoke provision, again, to recognize that there was a lot of money paid upfront and as a result the pricing set forth in Exhibit A will be higher for the duration of the contract. You, Anthem, have a right to seek a negotiation and we have an obligation to negotiate in good faith.

But as the law, we think, is clear, beyond the obligation to negotiate in good faith we don't have to agree to their terms. And in this case not only did Anthem come forward with proposing pricing terms that we think were just not made in good faith.

As Mr. Kurtz has said, they've demanded \$14 billion. Now, our client and Anthem have engaged in a year's worth of negotiations. Anthem's position is you either agree to this amount or, I'm sorry, you're in breach. And our position is, No, that's not our obligation.

Now we have offered concessions throughout this period that amount to three plus billion dollars in savings to Anthem. What's interesting is Anthem's own CEO and CFO multiple times throughout the course of 2015 publicly, in analyst conferences, in shareholder releases, have stated that they believe they are entitled to five hundred to seven hundred million — this is public statements — five hundred to seven hundred million dollars a year in concessions which, by the way, would actually be less than the amounts that we have already offered as part of our good faith negotiations.

Now we get a complaint that literally came -- was filed in March that asserts \$14 billion that it claims it's entitled to in order to achieve competitive benchmark pricing. And, of course, our obligation is we've negotiated in good faith. We believe we've satisfied our obligation.

So that's our view of the case, your Honor. I can get into the operational breaches. I think, frankly, they were put in there — they're essentially the tail wagging the dog here. I think they were asserted as leverage because what Anthem is saying is these operational breaches — by the way, all of

which, I believe or — there may be one or two issues that still are being remediated. But my understanding is all of those issues have long been resolved. Yet, they brought these operational breach claims because they contend if they can prove a breach, it gives them the right to terminate the agreement even though the agreement is to continue until 2019. So we view it as sort of a leverage type claim.

THE COURT: Let me ask you this.

How long has the agreement been in place?

MR. CARLINSKY: Since 2009.

THE COURT: And over the life of the agreement has there been any agreement to move the rate one way or the other?

MR. CARLINSKY: Great question, your Honor.

In 2012 because, as the language says every three years there is this ability to do a price review, in 2012 a different management team, and that becomes important here, a different management team at Anthem invoked that process. The parties went through the process as I've described it, which was it was a good faith negotiation; not hey, here is our bill you need to agree to this. And the parties reached an agreement.

And at the time, by the way, your Honor, various officers of the company, of Anthem -- and I think in 2014, in a reflection back, the general counsel of Anthem recognized that the language of 5.6 doesn't impose an obligation on Express

Scripts. It gives Express Scripts discretion whether to accept new terms. It has to go through a good faith negotiation. And in 2012 that's exactly what the parties did.

We now have a new management team that feighs that they have amnesia as to what happened back in 2009 and what happened in 2012.

THE COURT: Thank you. Let's talk about the proposed motion.

Mr. Kurtz.

MR. KURTZ: Sure.

I mean, your Honor, would it help if I took a minute to correct some of that because it's not right.

THE COURT: In a minute.

MR. KURTZ: For the proposed motion, your Honor we're -- there are two counterclaims at issue here: One for unjust enrichment and one for implied covenant of good faith and fair dealing.

We think the motion will be straightforward and quite simple. There are two claims that are covered by the expressed subject matter of the contract. All parties agree to that.

ESI suggests that it's pleading in the alternative, and you can do that, you can plead an alternative claim where there's a claim that would fall outside the scope of an agreement. But there is no claim like that here. There is no alternative claim.

Both parties agree that the subject matter is addressed by the agreement, and they have to because the repricing obligation is a contractual obligation. It's not an obligation that stands outside of the contract.

So, Anthem's position is that the dispute is covered by the contract and that the contract requires ESI to provide competitive benchmark pricing regardless of the fact that ESI paid a purchase price to buy a subsidiary of Anthem back in 2009.

And ESI's position is that the contract covers the subject matter of the claims and that it does not require that they pay competitive benchmark pricing by reason of the purchase price that they paid in 2009 for the PBM NextRx.

So, there is no scenario under which you could recover outside the contract. The contract governs. Either you win under the contract or you lose under the contract.

So, for instance, take the implied covenant claim. The allegation by ESI is that Anthem breached section 5.6 by not negotiating in good faith and primarily by failing to take into account the purchase price paid for NextRx. And then the implied covenant claim is that Anthem breached the implied covenant of good faith and fair dealing by, again, purportedly not negotiating in good faith under section 5.6. They are the identical claims. They seek the identical damages. There's a long line of uniform cases that says you can't do that.

There's a recent case by the Commercial Part in New York

Supreme. It's DOLP 1133 Properties v. Amazon. It was decided

in August of 2015. It looked at exactly the same circumstances

in that we have an expressed provision, it actually uses the

language "good faith." So we have a textual identity here as

well. And said you can't pursue an implied covenant case based

on a lack of good faith because that's a contract obligation.

It's the same exact claims.

The unjust enrichment even goes further because the unjust enrichment claim is actually premised on a governing contract. The unjust enrichment claim is that if ESI loses on its interpretation of the agreement, meaning that ESI is required to provide competitive benchmark pricing regardless of the purchase price for RX, then Anthem will be unjustly enriched. Once you have a governing contract, you can't contradict it through an unjust enrichment claim as a matter of law.

I think your Honor's recent decision in Worldwide

Services Limited v. Bombardier Aerospace Corporation is

instructive. There your Honor granted a motion to dismiss

because the contract claim depended on, and therefore was

duplicative, of a breach of contract claim. And here, too,

obviously the unjust enrichment claim depends on the contract.

In short, if ESI is correct about the contract, then it prevails under the contract. If ESI is incorrect about the

contract, then it loses under the contract.

But under no scenario can it go outside the contract and bring some sort of quasi contract claim. Either the contract gives us competitive benchmark pricing, and it does, in which case you can't have a quasi contract claim undermining that, contradicting it; or the contract, as they read it, allows you to not provide competitive benchmark pricing, in which case they went out of the contract.

THE COURT: Thank you.

Mr. Carlinsky.

MR. CARLINSKY: Thank you, your Honor.

First, just on a practical level. We as the defendant -- as a defendant we could have been defending -- what a typical defendant does, file a motion to dismiss, delay the case from moving forward. We answered the complaint so that we can get this case moving forward. And we filed counterclaims. Mr. Kurtz now seeks to move to dismiss or permission to file a motion with respect to two of the counterclaims.

Now, on the most practical level, your Honor, your Honor's decision disposes of this motion. Your Honor in the *Growblox* case from last year held very specifically in this exact context. Quote, "At the pleading stage a party is not required to guess whether it will be successful on its contract, tort or quasi contract claims." Your Honor cited to

Rule 8 of the federal rules which, frankly, governs the issue. And your Honor went on to hold that: A party at the pleading stage could plead both a breach of express contract claim as well as unjust enrichment and quantum meruit claims in the alternative, recognizing that Rule 8 allows alternative pleading. And Rule 8 even goes so far to say even if haven't specifically denominated a claim as one in the alternative it is to be read as such. Now in this case we clearly denominated our unjust enrichment claim as one in the alternative. And under Rule 8 I think the implied covenant claim can be read both as pled in the alternative, but it also has been pled as a separate standalone claim.

So, from your Honor's prior holdings and under Rule 8 we think it disposes of the issue, and at the pleading stage these claims should be permitted to go forward.

THE COURT: Let me ask Mr. Kurtz. At an even more practical level, would discovery at all be affected by getting rid of these two claims?

MR. KURTZ: It would, your Honor. And let me -- let me answer that first, which is that the idea of litigating the entirety of a 2009 4.675 billion dollar M&A transaction extends and expands discovery far beyond what would be appropriate in this case. So there could be a pretty substantial change in how discovery proceeds in the event that those allegations are eliminated at the outset. And I think we'd in the first

instance object and then try to negotiate some proper limited scope of discovery to the extent there's anything relating to the 2009 transaction that has anything to do with the fully integrated document that we're suing on here today.

As a related point, ESI accuses us in the papers of a strategic ploy here today of trying to delay discovery. That's a little bit ironic. One, what ESI doesn't mention is that two days before submitting their preconference opposition letter to your Honor they served requests for production for 246 different categories of documents. They've had no problem whatsoever preparing their discovery requests. They have alleged and requested documents relating to all the subjects relating to the merger in 2009 and elsewhere.

And in terms of how fast they want to move, that's a little ironic because they were actually looking to extend discovery and delay it. And the only reason we have the schedule we have is based on our insistence.

So the way ESI wanted to proceed was that documents would begin to be produced no later than September of 2016 and they wanted to prevent even an exchange of a request for production of documents. We told them we'd give them about a week to catch up to us but we were getting our document requests out and we exchanged mutually a couple days — on the  $25^{th}$ , a couple days before they submitted their letter.

ESI suggested a schedule where discovery where

continue until June 29, 2018. We thought that was way too long and although we tried to get a more aggressive schedule, we ultimately made some accommodations and some compromises to get us to where we are now which I think is September 2017, about nine months earlier.

THE COURT: I guess neither party proposes that discovery stop.

MR. KURTZ: Not even close. We've insisted that it go forward. And we've prompted them to give us the document requests. And as I said it was served 246, two days before writing your Honor saying they were not in a position to propound discovery without having an answer. So that's just not right.

And then the next issue I'd raise, your Honor, on this. I think all of this works better on a full record. But this is a 4.675, rounded up to 4.7 billion dollar counterclaim against a public company. It's totally legally deficient. We don't think a public company — and this gets media attention, this case, it will get media attention — should have to defend against a legally deficient claim until you get to summary judgment when ESI will doubtlessly say let it go to trial at the next premotion conference. It's disruptive of the way the parties have to deal with each other going forward. We won't credit in any way, shape or form that there is any way to go forward on this. It doesn't even make sense.

I mean their claim, by the way, is if they have to provide competitive benchmark pricing in accordance with the terms of the contract then they've been damaged doesn't make any sense. And their notion that they're damaged because the negotiation didn't result in their giving us price concessions — they're right now \$14 billion ahead of the game — doesn't make sense either. But what it does do is it makes it more difficult to get a consensual resolution as they are holding over us a pretty — in any other case, a pretty sizeable counterclaim, \$4.7 billion.

So we think it's a pretty straightforward motion.

Especially on a full record. We don't see any conceivable way you could go forward -- your Honor, *Growblox* your Honor went out of his way to point out the differences in legal theories and claims that supported the unjust enrichment in that case.

And they weren't duplicative, in any way, of contract.

In this case there is just -- there is no way to proceed on a quasi -- the only reason that we have a pricing case is under the contract. Either we're right and they owe competitive benchmark pricing and there is no way they can undermine that through an implied claim or an unjust enrichment claim, or they're right -- and they're not -- that they don't have to provide a competitive benchmark in which case they too are relying on the terms of the contract.

I don't see this as a difficult issue but it has a

pretty significant impact on how the parties deal with each other going forward.

THE COURT: Mr. Carlinsky, I will give you a minute to respond.

MR. CARLINSKY: Thank you, your Honor. Let me answer your Honor's question because I'm not sure it was answered.

Will discovery be any different with or without these claims? The answer I think is clearly no. It will be the same scope of discovery.

I understand why Mr. Kurtz would prefer to keep the 4.675 out of the case, because it's not helpful. But it is the most central fact of the case. And discovery will not change regardless.

Our suggestion is the most efficient way to handle this is -- I heard him mention on a full record. If this claim is defective, let's deal with it at summary judgment. Don't deprive a party of the ability to plead as the rules and as your Honor has held in the alternative, first of all.

By the way, I have their document requests and their document requests, meaning Anthem's, to be clear asks for documents regarding the purchase of the Anthem PBM for 4.675.

So the scope of discovery is going to be the same. There is nothing to be gained or saved by dealing with these two out of six or seven counterclaims at a motion to dismiss stage and we submit it would be wrong.

But I also understand that they have essentially a God-given right to file a motion to dismiss. If they're going to file the motion, discovery obviously will go forward. We would ask that at a minimum they be required to answer the counterclaims irrespective of the fact that they may be permitted by the court or by the federal rules to move with respect to those two counterclaims.

And if there's anything else I'm happy to answer the court.

THE COURT: No. I think I have my arms around the basic issues although I understand there's a lot of complexity to these agreements. And you're right, Mr. Carlinsky, they have virtually a God-given right to make the motion. So I'm going to let them make the motion.

Mr. Kurtz, how much time do you want?

MR. KURTZ: We'd like to file -- I don't have a calendar in front of me. June 24 is a weekday?

THE DEPUTY CLERK: It's a Friday.

MR. KURTZ: We would file on the 24<sup>th</sup>.

THE COURT: Mr. Carlinsky, to respond.

MR. CARLINSKY: 30 days please, your Honor.

THE COURT: 30 days. And two weeks to reply.

MR. KURTZ: Thank you, your Honor. And we'll get those dates in a second.

THE DEPUTY CLERK: The motion is due June 24, 2016.

The response is due July 25, 2016. And the reply is due August 5, 2016.

MR. CARLINSKY: Thank you.

THE COURT: Okay. Is there anything else?

MR. CARLINSKY: Your Honor, may I raise one issue?

THE COURT: Sure.

MR. CARLINSKY: My partner just reminded me.

In the event that Mr. Kurtz is going to move to dismiss, which obviously is clear now, could we have an opportunity to let Mr. Kurtz know within, and the court, within five days whether we seek to amend any of our counterclaims.

Because, obviously, if we're going to amend, then I would rather have Mr. Kurtz, and I'm sure the court would prefer that the motion be directed at an amended counterclaim. We've thought about it in light of the premotion letters.

Could I ask that the schedule be adjusted by a week or that we be given five days to file an amended counterclaim?

THE COURT: That makes sense to me, Mr. Kurtz.

MR. KURTZ: Yes. I have no objection at all as long as we have an opportunity to review it.

THE COURT: Absolutely.

MR. KURTZ: Because now we're sort of working on the existing counterclaim. So maybe we would take 30 at that point -- if they're not going to change, I think the three weeks you provided for would be adequate; if they are going to

redo their counterclaims, maybe we'd ask for 30 days. 1 2 THE COURT: So why don't you -- why don't we do this. 3 Why don't Mr. Carlinsky and Mr. Kurtz you two talk. Let me know what you decide and submit a proposed motion schedule. 4 5 Okay. MR. KURTZ: Thank you. 6 7 THE COURT: So why don't you do that by next Friday. 8 MR. CARLINSKY: Yes, your Honor. 9 THE COURT: Yes. 10 MR. CARLINSKY: Then on the last question with regard to the answer. I don't know what Mr. Kurtz -- I haven't had a 11 12 chance to ask Mr. Kurtz what his intention was in that regard 13 so perhaps I should confer with him first. 14 THE COURT: Okay. Very well. 15 Let me know that as well by next week. 16 MR. CARLINSKY: Thank you. 17 THE COURT: Okay. Unless there's anything else we're adjourned. 18 19 (Adjourned) 20 21 22 23 24 25